



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

DIVISION OF PROFESSIONAL REGULATION

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, November 1, 2012 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – October 4, 2012
- 3.0 Unfinished Business
 - 3.1 Review Final Draft of Suggested Course Content
 - 3.2 Continuing Education Audit
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Doyle
 - *4.2 Reconsider Approval of Previously Denied Amendments for Modules
 - 4.2.1 Ward & Taylor (Salesperson Core Course)
 - 4.2.2 Keller Williams Realty (Broker Core Course & Salesperson Core Course)
 - 4.2.3 Central Delaware Real Estate Academy (Broker Core Course, Salesperson Core Course & Property Management Course)
 - 4.2.4 Omega Real Estate School (Broker Licensee Core Course & Sales Licensee Core Course)
 - 4.3 Reconsider Previously Submitted Instructor Applications
 - 4.3.1 Roberta Jones
 - 4.3.2 Mason McGill

4.4 Review of Course Provider Applications

4.4.1 Course Provider: Association of Realtors School

4.4.1.1 Course Title: Environmental Disclosures
Credit Hours: 3.0
Module: 7

4.4.2 Course Provider: Delaware Technical Community College

4.4.2.1 Course Title: Real Estate Pre-Licensing Course
Credit Hours: 99.0
Course: Pre-Licensing

4.4.3 Course Provider: NBI, Inc., DBA National Business Institute

4.4.3.1 Course Title: How to Obtain Good Title in Real Estate Transactions
Credit Hours: 6.0
Module: 6

*4.4.4 Course Provider: Ward & Taylor, LLC.

4.4.4.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

4.4.4.2 Course Title: Disclosures
Credit Hours: 3.0
Module: 5

4.4.4.3 Course Title: Short Sales & Disclosures
Credit Hours: 3.0
Module: 7

4.4.4.4 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 7

4.4.4.5 Course Title: Risk Management
Credit Hours: 3.0
Module: 7

*4.4.5 Course Provider: Keller Williams Realty

4.4.5.1 Course Title: Ethics & Arbitration: What You Should Know
Credit Hours: 3.0
Module: New Licensee Module 1

4.4.5.2 Course Title: Basics of Buyer Representation

Credit Hours: 3.0

Module: New Licensee Module 2

4.4.5.3 Course Title: Basics of Seller Representation

Credit Hours: 3.0

Module: New Licensee Module 3

4.4.5.4 Course Title: Professionalism “Doing the Right Thing When No One is Looking”

Credit Hours 3.0

Module: New Licensee Module 4

*4.4.6 Course Provider: Sussex County Association of Realtors

4.4.6.1 Course Title: Perfecting Your Listing Presentation

Credit Hours 3.0

Module: 7

4.4.6.2 Course Title: Blueprint for Success

Credit Hours: 3.0

Module: 7

4.4.6.3 Course Title: The Code of Ethics – Your Promise to Professionalism

Credit Hours: 3.0

Module: New Licensee Module 1

4.4.6.4 Course Title: Closing Techniques that Open the Door to Success

Credit Hours: 3.0

Module: 7

4.4.6.5 Course Title: Communication

Credit Hours: 3.0

Module: 7

4.4.6.6 Course Title: Real Property Long Term – Short Term Rentals

Credit Hours: 3.0

Module: 6

4.4.6.7 Course Title: The CMA vs. the Appraisal

Credit Hours: 3.0

Module: 7

4.4.6.8 Course Title: Agreement of Sale & Listing Agreement for DE Residential Property

Credit Hours: 3.0

Module: 3

4.4.6.9 Course Title: The Agony, Ecstasy & Ethics of Co-Broking

Credit Hours: 3.0
Module: 2

4.5 Review of Instructor Applications

4.5.1 John E. Sullivan

Continuing Education:
Modules: 3 & 6

Pre-Licensing Course:
Real Estate Law

Broker's Course:
Real Estate Documents; Legal & Governmental Aspects of Real Estate

4.5.2 Brian Glancy

Continuing Education:
Module: 6

Pre-Licensing Course:
Real Estate Law; Real Estate Mathematics

*4.5.3 William Lucks

Continuing Education:
New Licensee Modules 1, 2, 3, 4

Continuing Education Modules: 1, 2, 3, 4, 5, 6, 7 – Finance 101 for REALTORS,
Mortgage Financing Issues

Pre-Licensing Course:
Orientation, Real Estate Sales

Broker's Course:
Brokerage, Real Estate Documents, Valuing Real Property, Financing, Ethics, Legal &
Governmental Aspects of Real Estate, Real Estate Investment

4.6 Review of Student Requests for Approval of Continuing Education Activities

4.6.1 Student Name: Don Clymer

Course Title: Legislative Issues
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Module(s): 7

4.6.2 Student Name: Beatrice Clymer

Course Title: Legislative Issues
Course Provider: Delaware Association of Realtors

Credit Hours: 3.0
Module(s): 7

4.7 Review Requests for Amendments to Course Approvals

4.7.1 Partners Realty

- Buying & Selling HUD Homes (Approval # 06301111, Expiring 06/30/13): Module 7

4.7.2 Kent County Association of Realtors

- Disclosures (Approval # 0073111104, Expiring 7/31/13): Module 5
- What's Under Your House? (Approval # 12311141, Expiring 12/31/13): Module 7
- Understanding the Agreement of Sale (Approval # 07311102, Expiring 7/31/13): Module 7
- Salesperson Core Course (Approval # 073111103, Expiring 7/31/13): Module 1
- Mold to Sold (Approval 03311151, Expiring 3/31/13): Module 7
- Legislative Update – DREC- General Assembly (Approval # 06301131, Expiring 6/30/13): Module 5
- Getting, Enforcing & Collecting Judgments for Debt (Approval # 08311191, Expiring 8/31/13): Module 7
- Embracing & Enhancing Professionalism to Increase Revenue (Approval # 07311101, Expiring 07/31/13): Module 7

*4.8 Review Request from Sussex County Association of Realtors to Change Course Title

4.8.1 Current Course Title: Core Module 5

Requested Course Title: Legislative Issues

*4.9 Proposed 2013 Meeting Dates

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – December 6, 2012

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.